

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Solar Technology Inc.

Manufacturers Resource Center

Solar Technology Gains New Strategic Growth

Client Profile:

Solar Technology, Inc., located in Allentown, Pennsylvania, manufactures solar powered traffic control equipment and devices for industrial and commercial applications. Currently, Solar Technology provides Work Zone safety signs to the state and federal government and solar powered portable dynamic message signs for the highway construction and maintenance industry, the Department of Energy, the Department of the Navy, and the Department of Agriculture. The company employs 53 people.

Situation:

Solar Technology required assistance with promotional and special events and the development of engineering plans and documents for marketing their new Agile Displays product line and to assist their clients in obtaining local municipality approvals. The company had worked with the Manufacturers Resource Center (MRC), a NIST MEP network affiliate, on 21 projects over the last six years. The two major projects were ISO 9001:2000 implementation and a plant layout for a new manufacturing facility. Solar Technology requested MRC assistance in implementing equipment evaluations of their product line similar to the NTPEP evaluation requirements.

Solution:

MRC worked with Solar Technology on a marketing plan and product testing to ensure performance and marketability and brought in Steve Bailey of Operations Resources and Gary Delserro of Delserro Engineering Solutions to conduct the message sign and arrow panel sight tests in both daylight and night time conditions. The tests were done in accordance with the NTPEP testing criteria and submitted to Solar Technology in Report Number DES-06-304. MRC's Professional Business Advisor is currently working with Solar Technology on a company-wide strategic plan.

Results:

- * Completed testing of new product in accordance with NTPEP testing criteria and submitted report to company.
- * Continued mentoring from MRC on a company-wide strategic plan.

Testimonial:

"Our experience with MRC is definitely unique. Other equipment manufacturers tell us that other states do not have a support network to help companies grow and prosper throughout their life cycle like we have in Pennsylvania from the birth of a company with the help of the SBDC to continuous growth and new product development with the MRC. I believe if more firms knew about the assistance available in Pennsylvania more businesses would stay and grow here."

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Byron Zerphy, President